Configit® + Vestas®

> "We have achieved full transparency of our product portfolio. We now have a collaborative configuration platform, allowing us to combine our commercial, engineering and technical rules together to streamline and enhance our configuration process.

Henry Farrell,
Head of Digital Commercial - Digital
Solutions Organization, Vestas

Customer Success Story

Meeting Market and Customer Demands with a Collaborative Configuration Platform

Vestas Company Profile

- Global leader in sustainable energy solutions.
- Manage a fleet of over 56,000 wind turbines with +169 GW installed in 88 countries.
- Their solutions have already prevented 1.9 billion tonnes³ of CO_2 being emitted into the atmosphere and contributed to a more sustainable energy system.
- Specilize in the development of power plants for onshore and offshore wind, storage systems, Power-to-X.

Principal Challenge

Vestas faced growing product complexity and a scalability challenge around the setup of their systems and data. With their core products having a high complexity with many hundreds of options, Vestas' key product data was managed in multiple systems. They were relying on

- a few expert people,
- manual processes and
- workarounds

! The result was a slower time to market along with a high risk of errors and configuration inaccuracies.
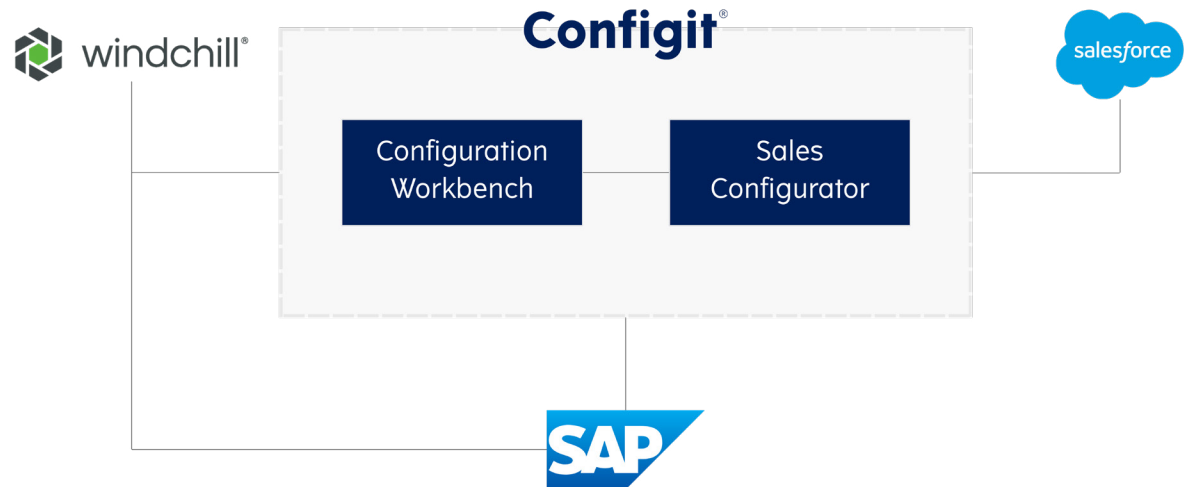
Creating a Shared Source of Configuration Truth

Vestas centralized their product configuration data from PTC Windchill and regional market rules from SAP into a shared source of truth using Configit Ace®.

Solution That Resolved Vestas' Configuration Chaos

With their technical configuration rules in PTC Windchill, as well as configurable BoMs, Vestas has an interface to SAP, which allows them to enrich cost data and relevant vendor data around the world.

At the center of their architecture, they have their commercial configuration rules and regional market rules in the configuration environment, powered by Configit Ace® technology.

Configit®

windchill®

salesforce

| Configuration Workbench | Sales Configurator |

SAP

Key Benefits and Business Value

92%
Reduction in time

Vestas experienced greater efficiency, with sales configurations being created in five minutes, compared with the 60 minutes it used to take.

100%
BoMs validated

Vestas can now validate 100% of the BoM with a faster time to market for introducing new products into the configurator.

Guided Selling
Supports sales reps with step-by-step guidance during configuration.

Compare Configurations
Easily evaluate and contrast different options within the Solution Space.

Re-use Configurations
Save time by re-using customized setups across multiple projects.

We build configuration solutions for manufacturing companies to master the challenges of getting configurable products and services to market faster, and to sell, manufacture, and service them more effectively.

Trusted by the world's largest manufacturing companies for their mission-critical functions, our advanced configuration platform built on Virtual Tabulation® technology handles the most complex products on the market.

Configit®